

Message Text

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PAGE 01 SANA 03370 281834Z

71

ACTION EB-07

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FM AMEMBASSY SANA

TO SECSTATE WASHDC 9168

INFO AMEMBASSY JIDDA

C O N F I D E N T I A L SANA 3370

NEA/ARP PLEASE PASS TO WORLD AIRWAYS

E.O. 11652: GDS

TAGS: EAIR

SUBJECT: SAUDI/YEMENI COMMERCIAL AIR COOPERATION

1.DURING SEPTEMBER 21 MEETING WITH FOREIGN MINISTER
ABDALLAH AL-ASNAJ I RAISED MATTER OF CURRENT STATUS OF
YEMENI AIRWAYS MANAGEMENT CONTRACT. AL-ASNAJ REPLIED THAT
AS OF NOW THE BALL IS IN SAUDI COURT INASMUCH AS THEY WILL
BE "FOOTING THE BILLS". AL-ASNAJ CONTINUED THAT YEMENI
SIDE HAS DECIDED NOT TO MAKE ANY RECOMMENDATIONS TO THE SAUDIS
CONCERNING FOREIGN COMPANIES WHICH MIGHT TAKE ON THE MANAGEMENT
CONTRACT LEST THE SAUDIS GET THE IMPRESSION THAT THE
YEMENIS ARE IN COLLUSION WITH A PARTICULAR COMPANY WITH
THE PURPOSE OF "DIVIDING THE COMMISSION". AL-ANAJ CON-
TINUED THAT THE BEST THING WOULD BE FOR ANY PARTICULAR
COMPANY INTERESTED IN TAKING ON THE MANAGEMENT CONTRACT
OF THE YEMENI AIRWAYS TO APPROACH THE SAUDI SIDE
DIRECTLY AND MAKE ITS PROPOSAL.

2. AL-ASNAJ ADDED THAT THE YEMENI GOVERNMENT IS EX-
TREMELY SATISFIED WITH THE PERFORMANCE OF WORLD
AIRWAYS AND THAT SHOULD WORLD AIRWAYS BE ON ANY
LIST WHICH THE SAUDIS WOULD SUBMIT TO THE YEMENIS
FOR APPROVAL, THE YEMENIS WOULD, OF COURSE, CHOOSE
WORLD AIRWAYS BASED ON PAST PERFORMANCE AS WELL AS
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PAGE 02 SANA 03370 281834Z

CURRENT PRESENCE IN YEMEN. IN THIS REGARD AL-ASNAJ

NOTED THAT YARG IS AWARE THAT WORLD AIRWAYS IS ALREADY DOING MORE THAN HAS BEEN CALLED FOR UNDER THE PROVISIONS OF THE CURRENT WET LEASE CONTRACT AND THE YEMENIS ARE VERY APPRECIATIVE OF THE INITIATIVE BEING DISPLAYED BY WORLD AIRWAYS.

3. AL-ASNAJ RECOMMENDED THAT ANY COMPANY INTERESTED IN TAKING ON THE MANAGEMENT CONTRACT FOR YEMENI AIRWAYS DEAL DIRECTLY WITH HAKIM RIDA, THE COMMERCIAL MANAGER OF SAUDI AIRWAYS. WHO IS THE MAN AT THE WORKING LEVEL CHARGED WITH WORKING OUT THE DETAILS OF ANY SAUDI/YEMENI COOPERATION IN COMMERCIAL AIR MATTERS. AL-ASNAJ CONTINUED THAT RIDA REPORTS TO SUCH IMPORTANT PEOPLE AS PRINCE SULTAN WHO MAY WELL MAKE THE FINAL DECISION AS TO WHAT EVENTUALLY WILL BE DONE IN THIS AREA. AL-ASNAJ CONCLUDED BY URGING THAT ANY COMPANY WISHING TO APPROACH SAUDIS DO SO IN THE NEAR FUTURE.
SCOTES

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